



*Stephen R. MacLeod*  
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February 14, 1995

☛ Sent via Fax - (910) 741-4684

TO: D.M. WILLIAMS -

RE: PERSONAL SELLING CONVERSION REP

Dear Don:

The attached has been developed by T&D Bob Dobrowolski, Cleveland Division #1632, as it relates to the Buffalo Region's Personal Selling Conversion Representative (PSCR). I feel Bob has done an excellent job and felt that it was pertinent to share with you.

Should you have any questions, please contact me.

Sincerely,

*Stephen MacLeod*

S. R. MacLeod  
ROM/#1610  
SRM:etb

cc: R.C. Farmer  
D.A. Qualkinbush

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